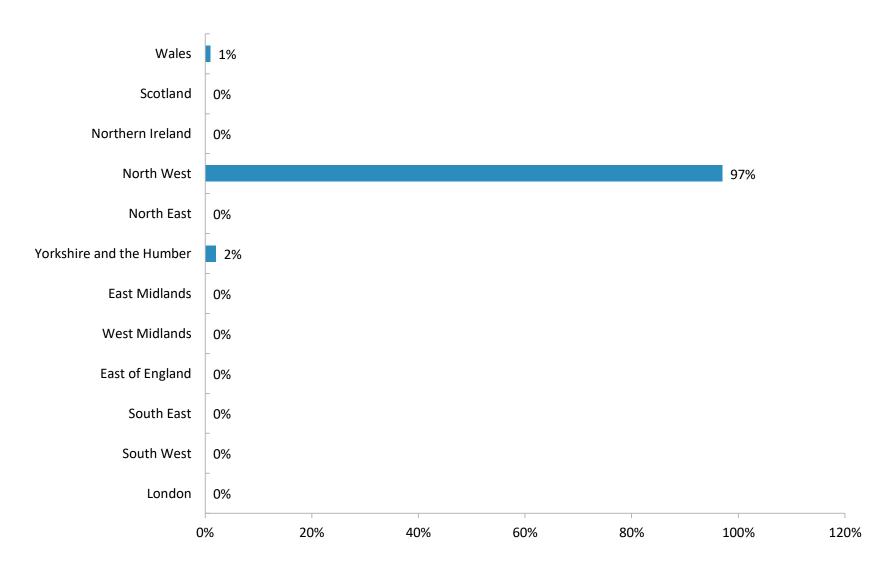
International Trade Survey 2019 Greater Manchester



[ds12_q1] Which region is your business located in?

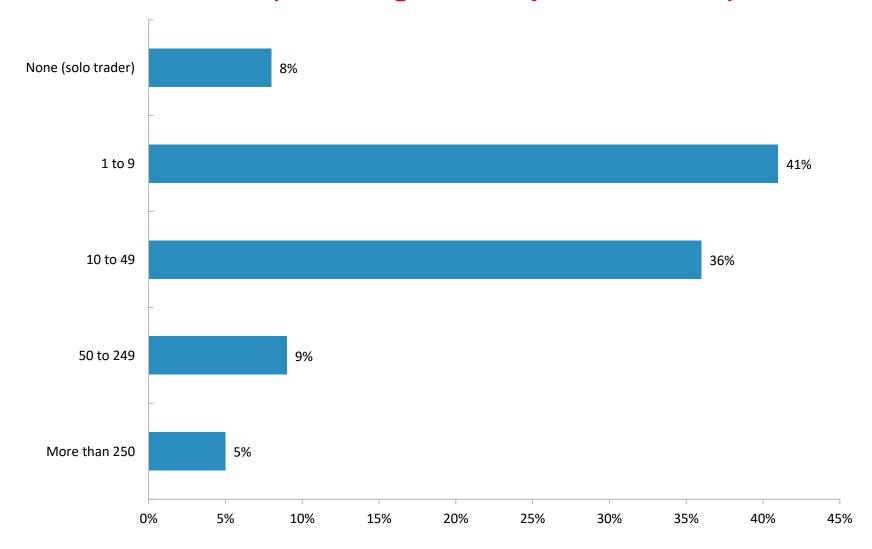




[ds12_q1] Which region is your business located in?

BASE: (Greater Manchester: N = 97)

[ds12_q2] How many people are currently employed by your business in the UK (including full and part-time staff)?

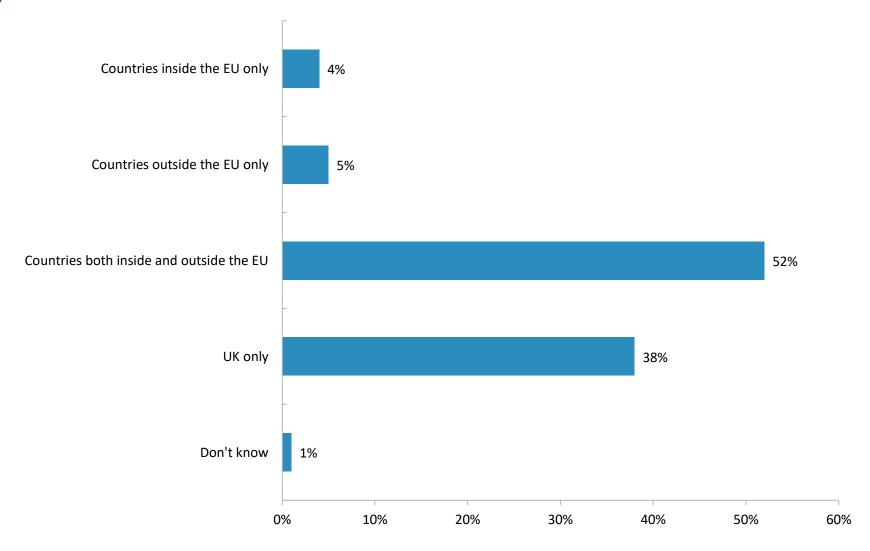




[ds12_q2] How many people are currently employed by your business in the UK (including full and part-time staff)?

BASE: (Greater Manchester: N = 97)

[ds12_q5] Does your business currently export products/services to:

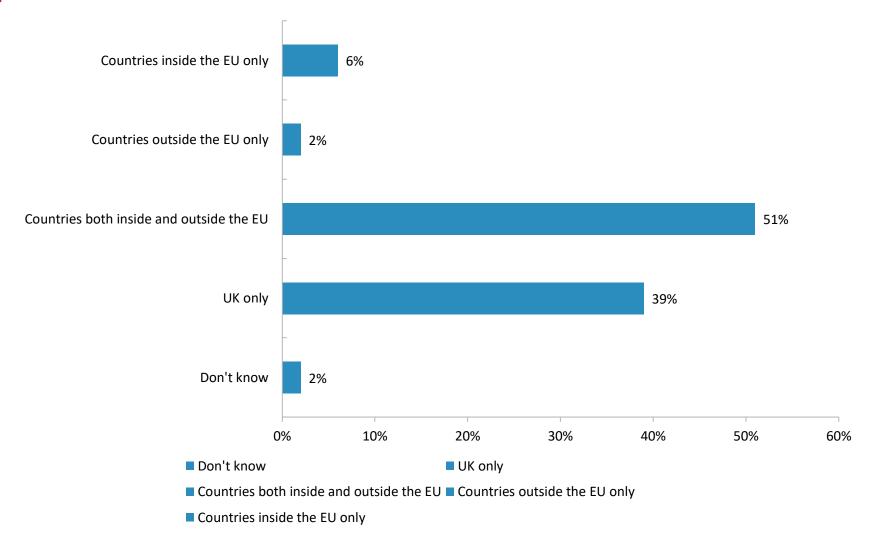




[ds12_q5] Does your business currently export products/services to:

BASE: (Greater Manchester: N = 97)

[ds12_q6] Does your business currently import products/services from:

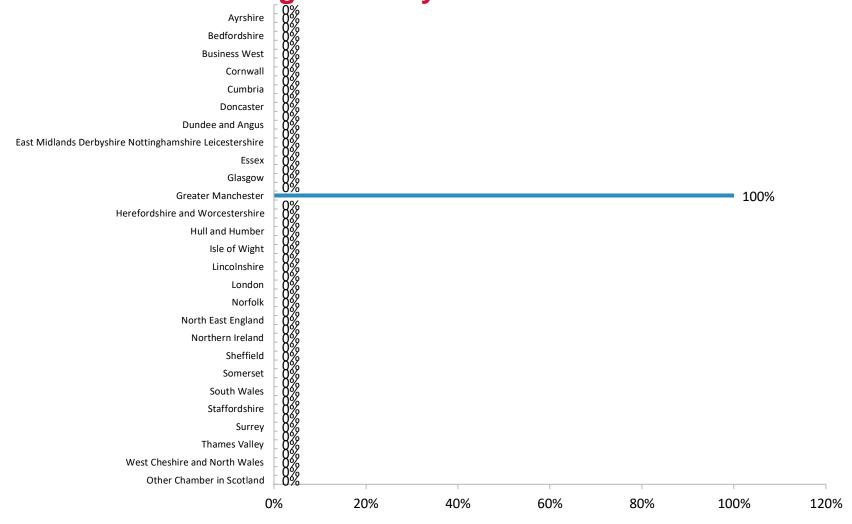




[ds12_q6] Does your business currently import products/services from:

BASE: (Greater Manchester: N = 97)

[ds12_q7] Which local Chamber of Commerce is your business a member of, or if your business is not a Chamber member, which of the following areas is your business based in?

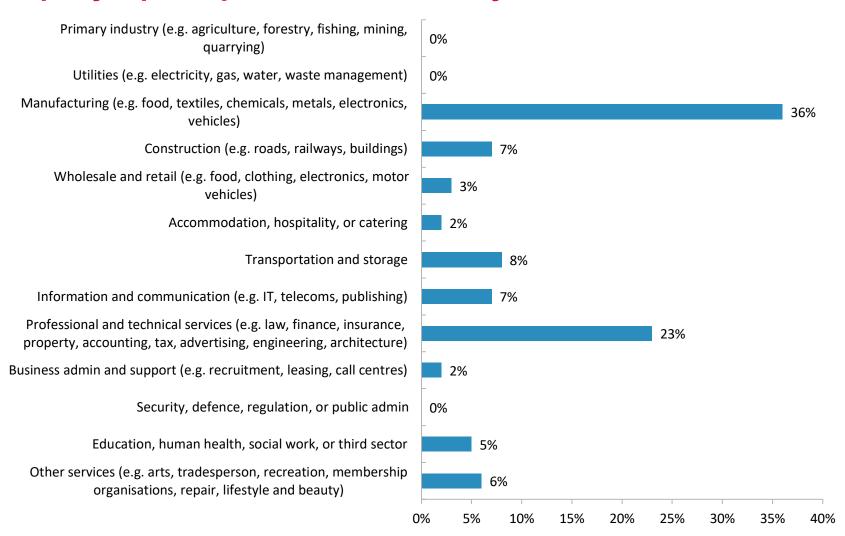




[ds12_q7] Which local Chamber of Commerce is your business a member of, or if your business is not a Chamber member, which of the following areas is your business based in?

BASE: (Greater Manchester: N = 97)

[ds12_q3] Which of the following best describes your company's principal business activity?

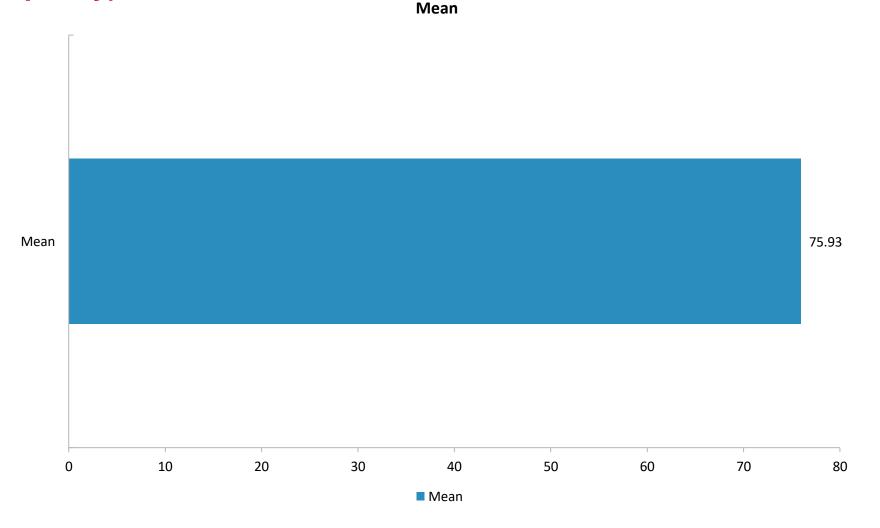




[ds12_q3] Which of the following best describes your company's principal business activity?

BASE: (Greater Manchester: N = 97)

[q1] Thinking about three months from now, at what capacity do you think your business operating at (as a percentage of full capacity)?

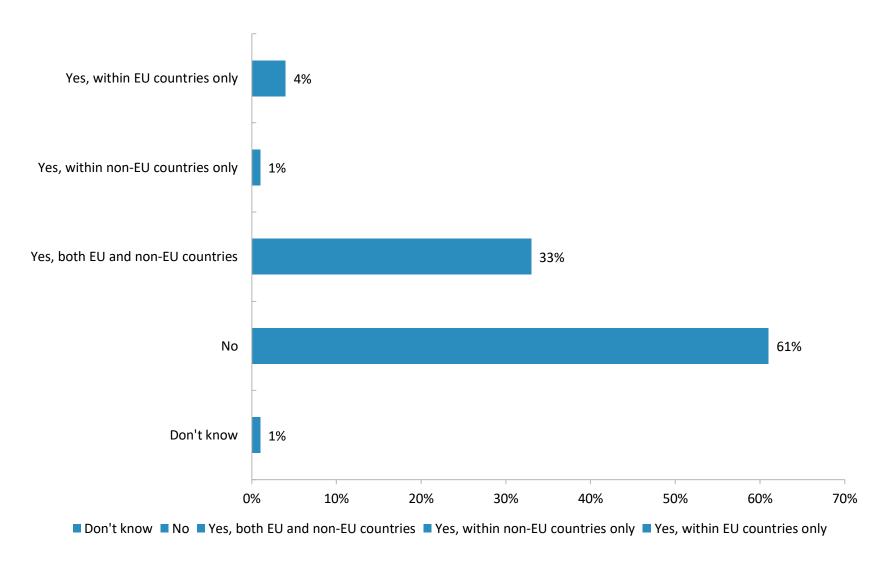




[q1] Thinking about three months from now, at what capacity do you think your business operating at (as a percentage of full capacity)?

BASE: (Greater Manchester: N = 95)

[q2] Is your business part of a global supply chain?

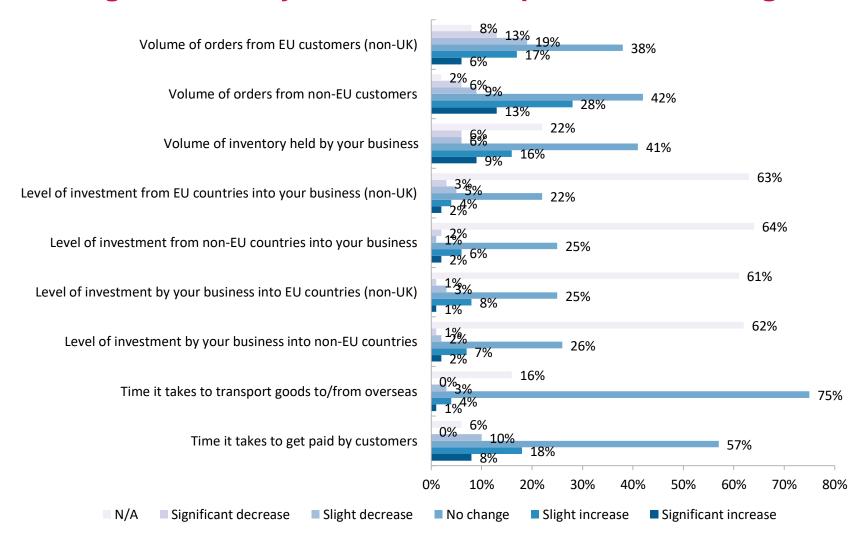




[q2] Is your business part of a global supply chain?

BASE: (Greater Manchester: N = 97)

[q3] Thinking about the past twelve months, for each of the following areas, has your business experienced a change?

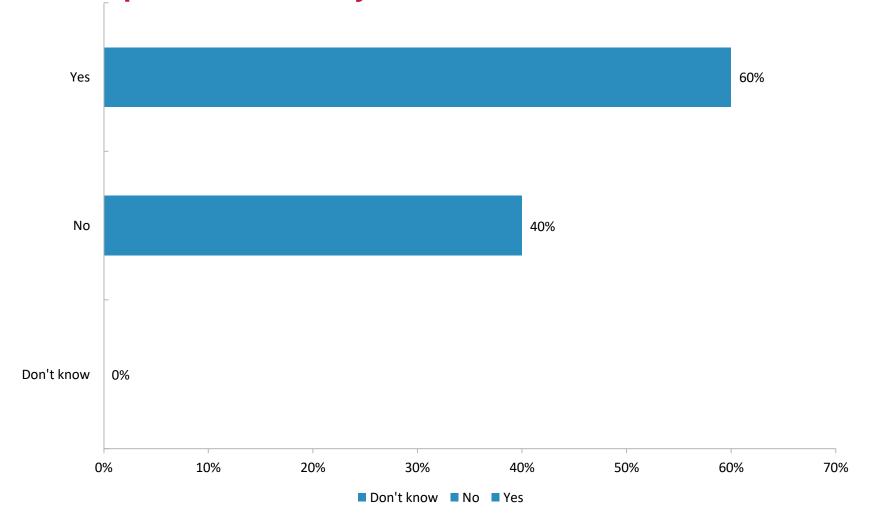




[q3] Thinking about the past twelve months, for each of the following areas, has your business experienced a change?

BASE: (Volume of orders from EU customers (non-UK): N = 53; Volume of orders from non-EU customers: N = 53; Volume of inventory held by your business: N = 96; Level of investment from EU countries into your business (non-UK): N = 95; Level of investment from non-EU countries into your business: N = 96; Level of investment by your business into EU countries (non-UK): N = 96; Level of investment by your business into EU countries (non-UK): N = 96; Level of investment by your business into EU countries (non-UK): N = 96; Level of investment by your business into non-EU countries: N = 94; Time it takes to transport goods to/from overseas: N = 69; Time it takes to get paid by customers: N = 96).

[q4] The UK is scheduled to leave the European Union on 31 October 2019. Has your business carried out a risk assessment on the impact of Brexit to your business?

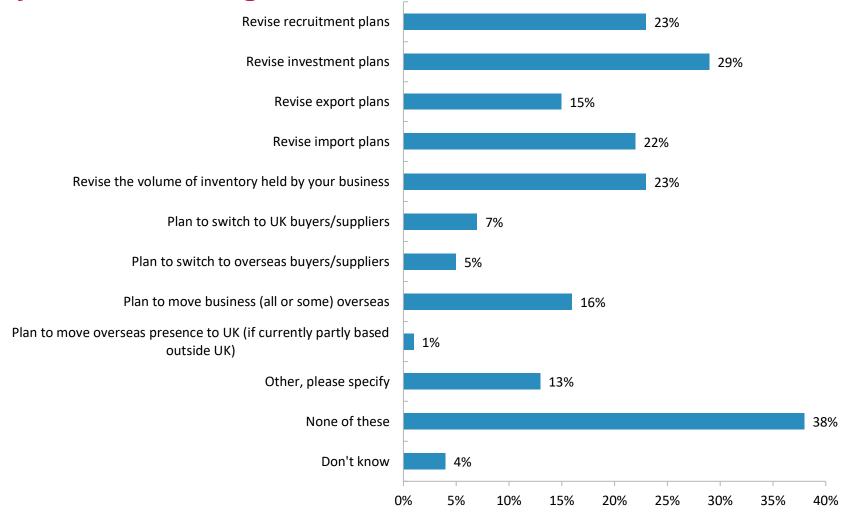




[q4] The UK is scheduled to leave the European Union on 31 October 2019. Has your business carried out a risk assessment on the impact of Brexit to your business?

BASE: (Greater Manchester: N = 96)

[q5] If the UK leaves without an agreement with the EU and defaults to WTO rules (a 'no deal' Brexit), will your business do any of the following?

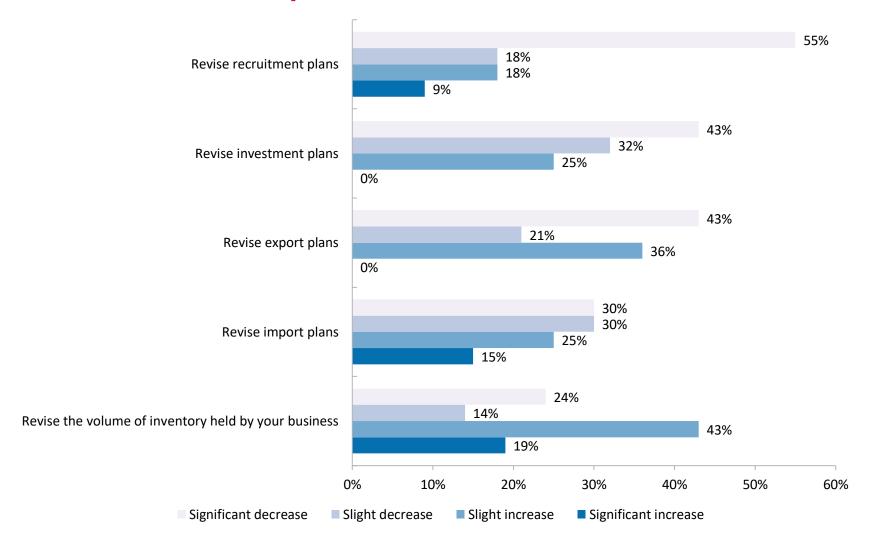




[q5] If the UK leaves without an agreement with the EU and defaults to WTO rules (a 'no deal' Brexit), will your business do any of the following?

BASE: (Greater Manchester: N = 96)

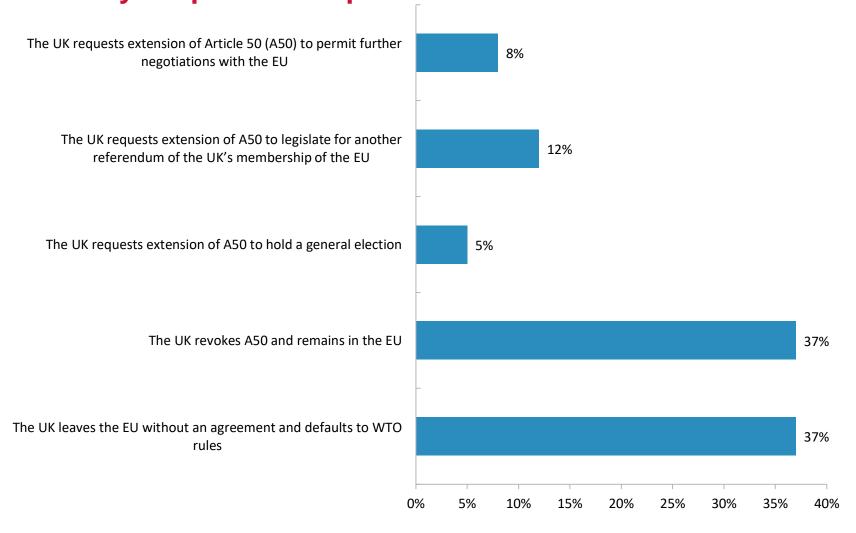
[q6] You said you will do the following in the event of a 'no deal' Brexit. What is the expected direction of travel?





[q6] You said you will do the following in the event of a 'no deal' BASE! (Klens is the axion following in the event of a 'no deal' BASE! (Klens is the axion following in the event of a 'no deal' BASE! (Klens is the volume of inventory held by your business: N = 20; Revise the volume of inventory held by your business: N = 21)

[q7a] In the event that no withdrawal agreement between the UK and EU is in place by 31 October 2019, which of the following would be your preferred option?

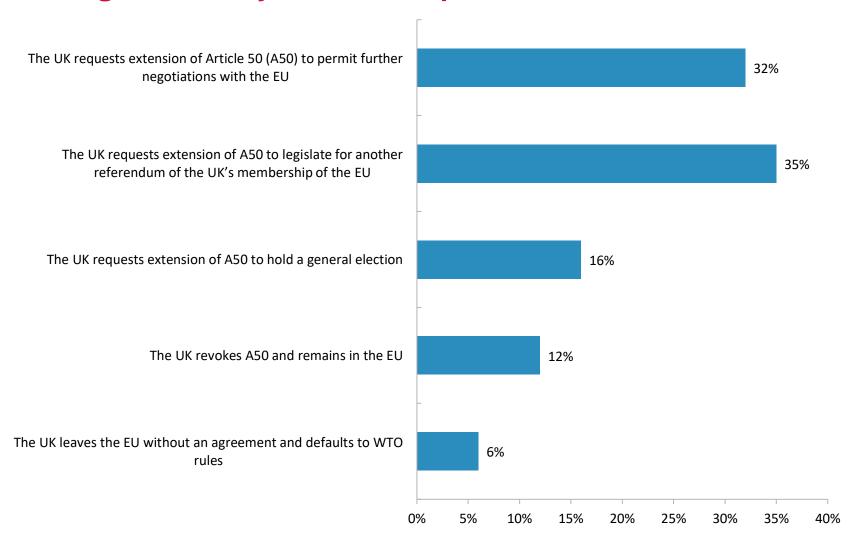




[q7a] In the event that no withdrawal agreement between the UK and EU is in place by 31 October 2019, which of the following would be your preferred option?

BASE: (Greater Manchester: N = 97)

[q7b] And from the remaining list of options, which of the following would be your second preference?

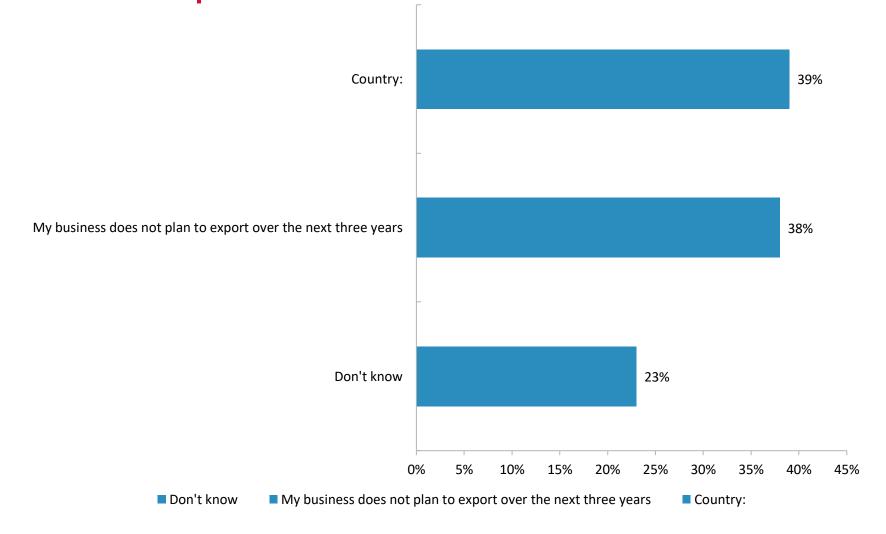




[q7b] And from the remaining list of options, which of the following would be your second preference?

BASE: (Greater Manchester: N = 95)

[q9a] Over the next three years, what specific non-UK market, if any, do you expect will make up the largest share of your business's exports?

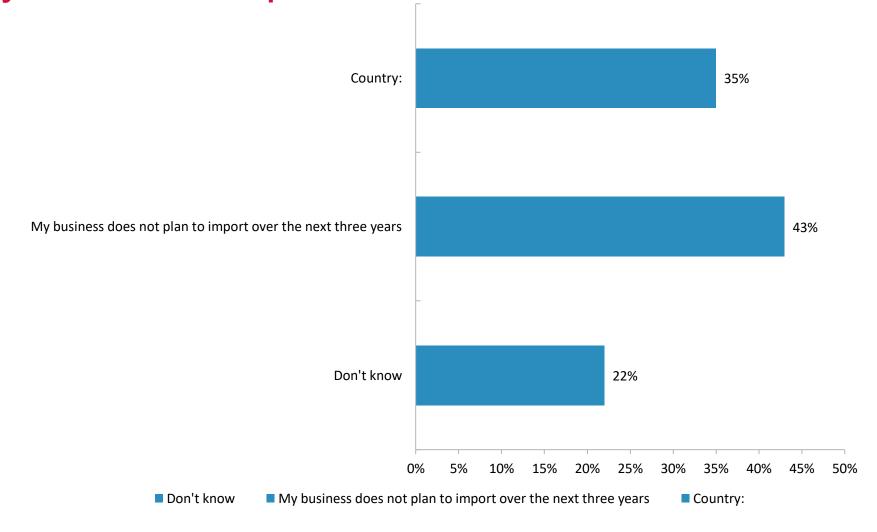




[q9a] Over the next three years, what specific non-UK market, if any, do you expect will make up the largest share of your business's exports?

BASE: (Greater Manchester: N = 97)

[q21] And over the next three years, what specific non-UK market, if any, do you expect will make up the largest share of your business's imports?

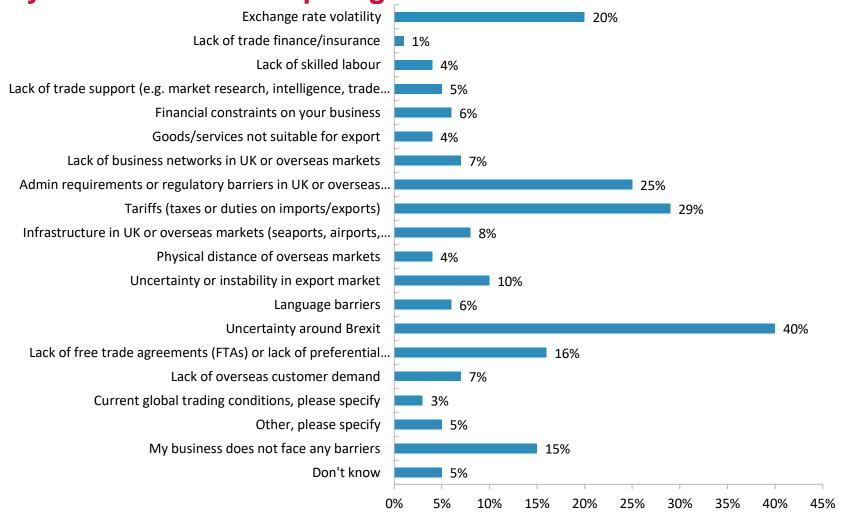




[q21] And over the next three years, what specific non-UK market, if any, do you expect will make up the largest share of your business's imports?

BASE: (Greater Manchester: N = 97)

[q10] Regardless of whether or not your business exports, which of the following, if any, would you consider to be barriers for your business to export goods/services?

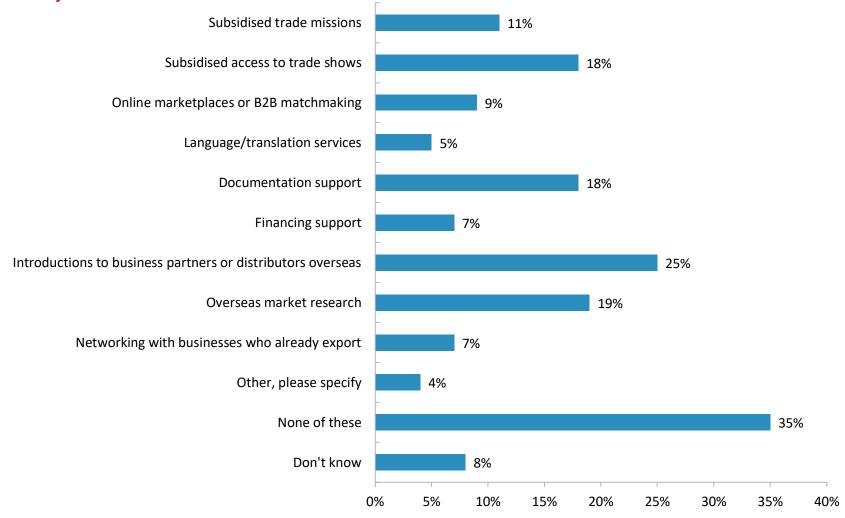




[q10] Regardless of whether or not your business exports, which of the following, if any, would you consider to be barriers for your business to export goods/services?

BASE: (Greater Manchester: N = 97)

[q11] Which of the following types of support, if any, would encourage your business to trade internationally (or trade more)?

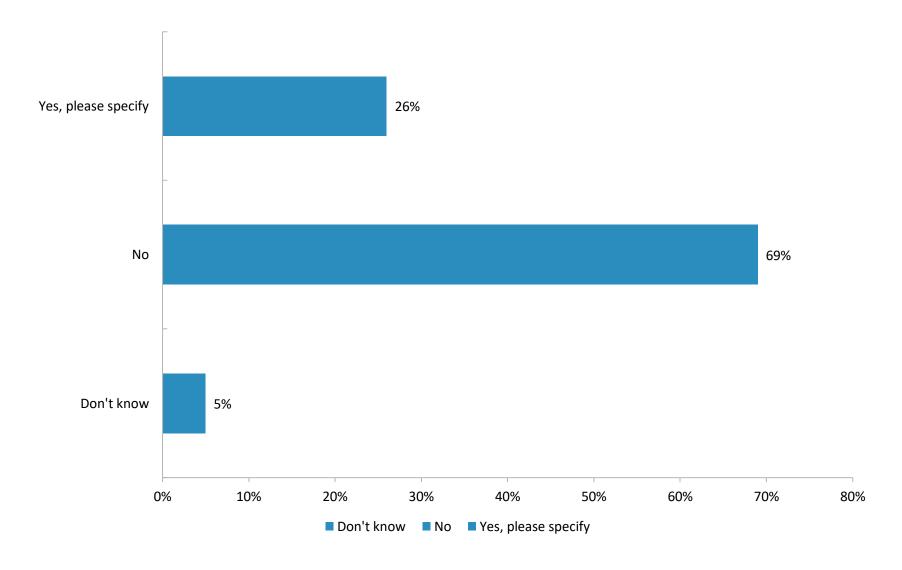




[q11] Which of the following types of support, if any, would encourage your business to trade internationally (or trade more)?

BASE: (Greater Manchester: N = 97)

[q12] Does your business currently manage currency risk?

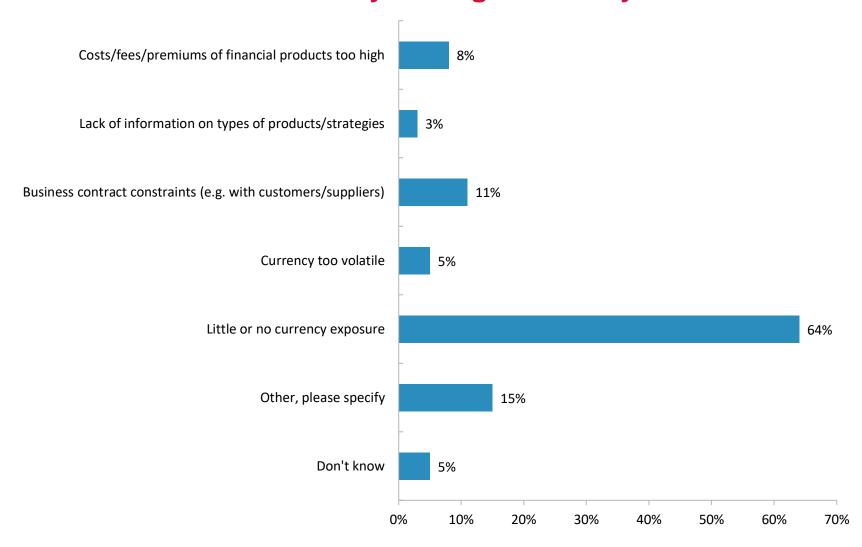




[q12] Does your business currently manage currency risk?

BASE: (Greater Manchester: N = 96)

[q13] Which of the following options, if any, explain why your business does not currently manage currency risk?

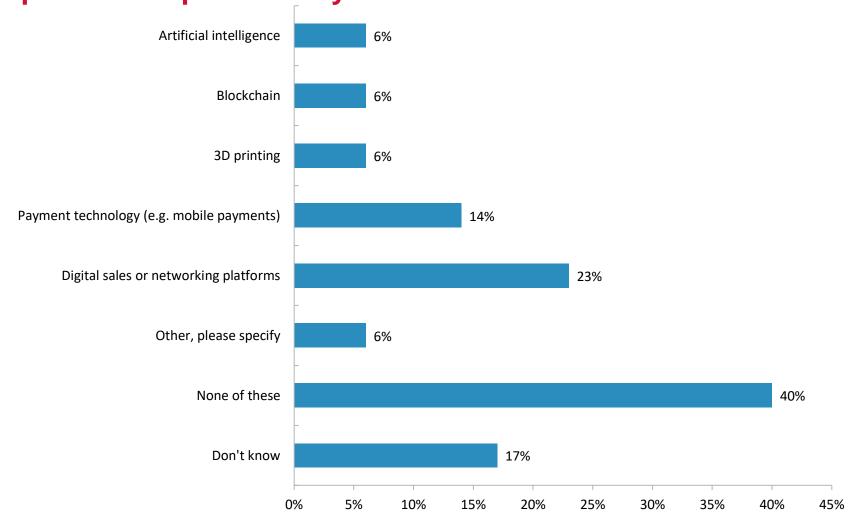




[q13] Which of the following options, if any, explain why your business does not currently manage currency risk?

BASE: (Greater Manchester: N = 66)

[q14] Over the next three years, which, if any, of the following technologies will your business will be using to support its export and import activity?

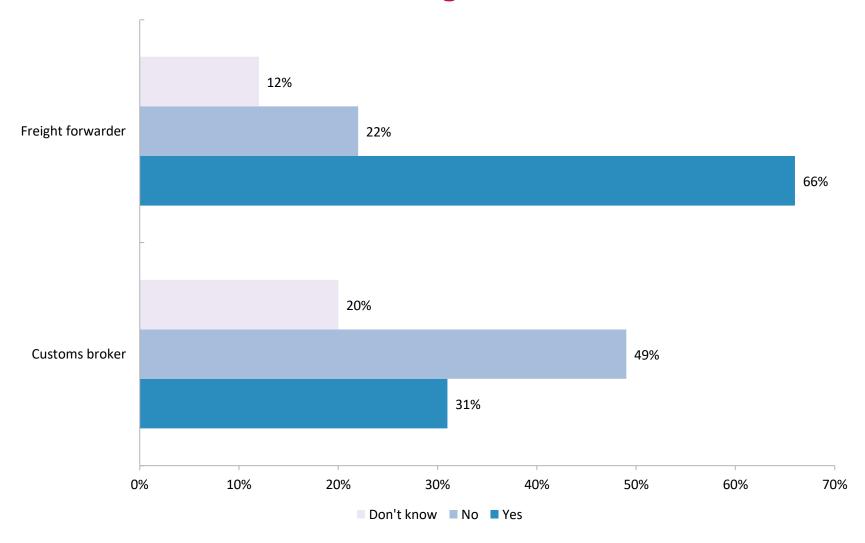




[q14] Over the next three years, which, if any, of the following technologies will your business will be using to support its export and import activity?

BASE: (Greater Manchester: N = 35)

[q15] When trading internationally, does your business use either a customs broker or a freight forwarder?

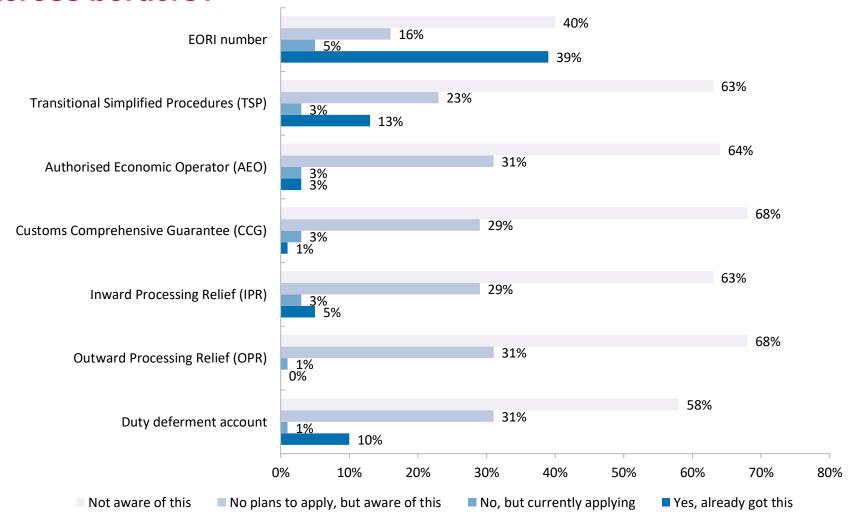




[q15] When trading internationally, does your business use either a customs broker or a freight forwarder?

BASE: (Freight forwarder: N = 68;Customs broker: N = 59)

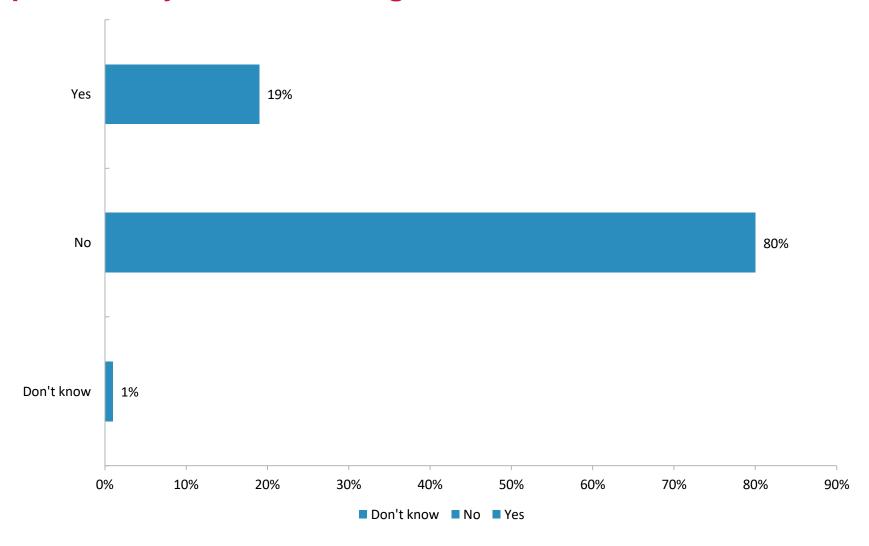
[q16] Has your business applied for any of the following government schemes intended to support businesses trading across borders?





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[q17] Over the last 12 months, has your business trained or upskilled any staff on making customs declarations?

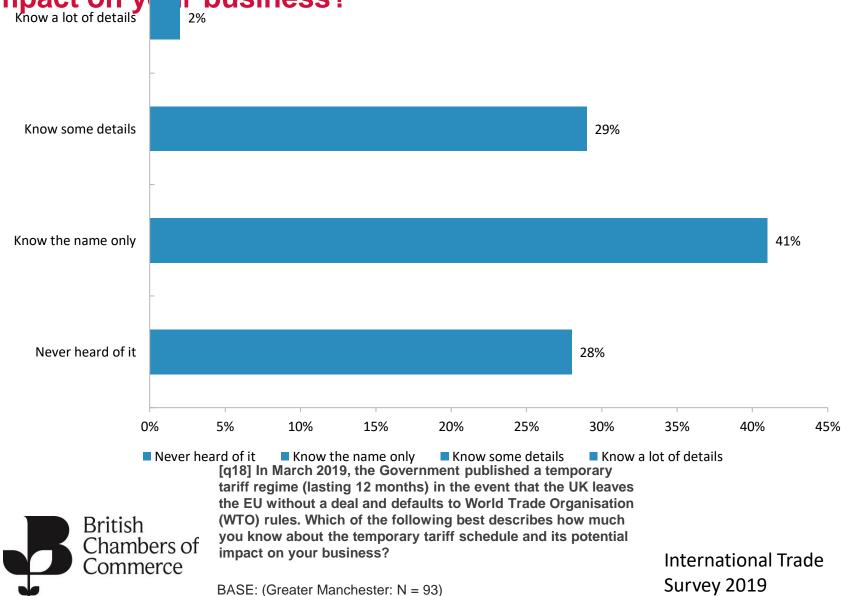




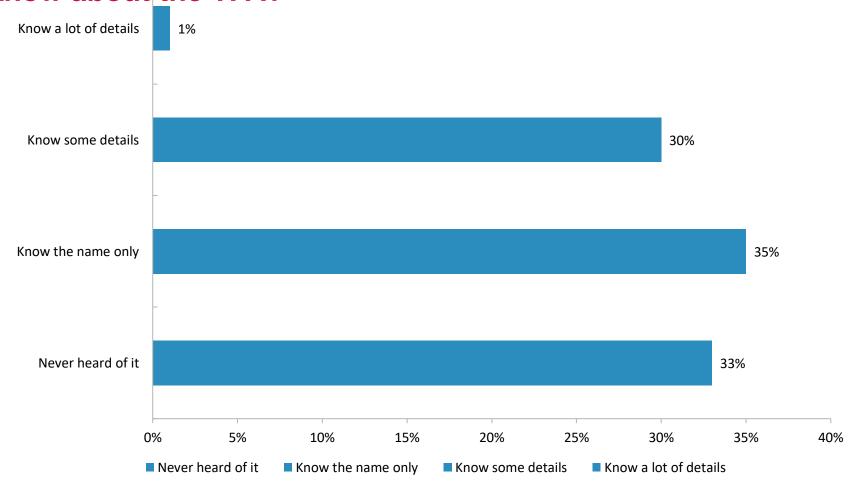
[q17] Over the last 12 months, has your business trained or upskilled any staff on making customs declarations?

BASE: (Greater Manchester: N = 91)

tariff regime (lasting 12 months) in the event that the UK leaves the EU without a deal and defaults to World Trade Organisation (WTO) rules. Which of the following best describes how much you know about the temporary tariff schedule and its potential impact on your business?



(TFA) entered into force. One of the aims of the TFA is to "expedite the movement, release and clearance of goods". Which of the following best describes how much you know about the TFA?





[q19] In February 2017, the WTO Trade Facilitation Agreement (TFA) entered into force. One of the aims of the TFA is to "expedite the movement, release and clearance of goods". Which of the following best describes how much you know about the TFA?

BASE: (Greater Manchester: N = 93)